

WEST COAST COMPANIES

SALEM, OREGON

**Company name and brief history:**

Veteran and family-owned, West Coast Companies was founded in 1998 with the vision of providing processing equipment that enhanced grass seed farmer's cleaning lines. Since then, West Coast Companies has evolved into a full processing supply company that offers complete plant design and construction as well as service and millwright options for numerous markets. Our goal is to provide custom solutions to all our processing customers.

Describe what your company does:

West Coast Companies provides processing equipment, construction, and service options to a variety of commodity markets. Some of the markets we work with include lentil, grass seed, vegetable seed, flower seed, beans, coffee, breweries, wheat, minerals, recycled rubber, plastic, cat litter, dog food, potato chips, cookies and candy.

Describe your product or service lines:

The service and product lines we offer are vast and continentally growing. We always strive to improve and diversify our lines in search of processing equipment that will best fit our customer's needs. Our equipment includes, but is not limited to, Air-Screen cleaners, dust control systems, conveying lines, density separators, grain storage, packaging equipment, robotic palletizers, seed treaters, NAVCO vibration systems, Monitor bin level indicators and Bunting Magnetics.

Who are your customers, and where are they located geographically?

Our customers range from Hawaii to the Midwest, however, we've also assisted companies in New Zealand and Australia.

If your market has changed in the last five years, how has it impacted you?

Due to the changing labor force and rising operating costs over the past 5 years, our customer's processing lines have become more automated. We are seeing an increase in demand for our automated bagging and sewing systems as well as our robotic palletizing lines.

How many people do you employ within Marion, Polk and Yamhill Counties?

West Coast Companies' corporate office in Salem employs 20 full time employees. In addition, we have sales representatives in Washington, Idaho and Montana.

What type of training your workers need, and where do you go for that training?

Keeping current with the latest innovations from our manufactures is pivotal. Each year we send our sales staff to 7-8 dedicated hands-on training workshops hosted by the manufactures we represent. Continued education through our industry's tradeshow also provides a great avenue for staying up-to-date with industry trends.

What types of companies in the region are in your supply chain?

We work with the local Fastenal, McGuire Bearing, and Applied Industrial stores, Ram Steel, a local computer diagnostics company, welding supply stores, and local trucking companies.

What differentiates the Mid-Willamette Valley as a profitable place to do business?

The Willamette Valley is the Grass Seed Capital of the world. In addition, the Hazelnut market, within our region, is growing exponentially. The fertile soil within the valley, moderate temperatures, and abundance of agricultural crops makes this area an ideal home for WCC.